### GOOGLE LEADERSHIP DEVELOPMENT AND COMPENSATION COMMITTEE

JANUARY 30, 2008

[DRAFT FOR DISCUSSION]



### DRAFT FOR DISCUSSION



### MEMORANDUM

TO: GOOGLE LEADERSHIP DEVELOPMENT AND COMPENSATION COMMITTEE

FROM: SHONA BROWN LASZLO BOCK

SVP, BUSINESS OPERATIONS VP, PEOPLE OPERATIONS

DATE: JANUARY 23, 2008

SUBJECT: AGENDA FOR JANUARY 30<sup>TH</sup> MEETING

My proposed agenda for our discussion is as follows (see corresponding attachments):

- 1. Leadership & development update [contents still being developed pending year end results]
- 2. Review Peer Group for competitive compensation and benefits assessments

### SHONA:

- You have reviewed this analysis previously and agreed with the Peer Group changes. We also incorporated your suggestions on talent competitor rankings.
- Should we add Google's 2008 revenue and headcount forecasts to page 2 of this section (relevant rows of data are highlighted in yellow)?
- 3. Review compensation and benefits philosophy

### **SHONA:**

- Do we want to include more detail in our discussion and tables on the benefits analysis beginning on page 2?
- Should we add detail on benefits offered outside of the U.S.?
- 4. Review Board and Executive ownership guidelines

### SHONA:

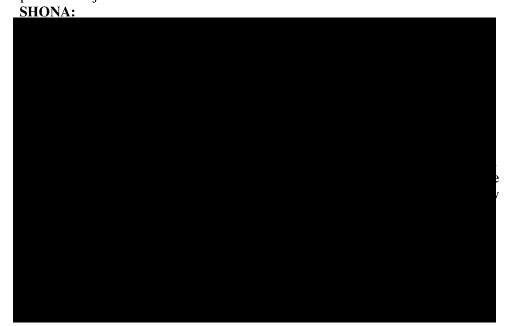
- This is a follow-up to the request made by the LDCC at the June meeting to address ownership requirements.
- We have proposed ownership requirements All executives have sufficient holdings to easily achieve these guidelines. Do the guidelines appear appropriate to you?
- 5. Executive compensation
  - a. Review Chief Executive Officer compensation

### **SHONA**

- Do we include the CEO compensation section in the LDCC book as we have in the past or send as a separate document?
- We have continued to exclude Paul's compensation (Intel CEO) from the CEO analysis as we did last year.
- b. Review Founder compensation

### DRAFT FOR DISCUSSION

c. Review competitive analysis of Executive Staff compensation and propose compensation adjustments



- 6. Cash incentive plans [contents still being developed pending year end results]
  - a. Approve final 2007 cash incentive plan funding
  - b. Propose 2008 cash incentive plan funding
- 7. Equity incentive plans [contents still being developed pending year end results]



- 8. Discuss Proxy statement disclosures [to be provided by Legal]
- 9. Administrative items [contents still being developed]
  - a. Review prior meeting minutes[Legal]
  - b. Approve proposed resolutions[Legal]
    - i. Prior meeting minutes
    - ii. Board and Executive ownership guidelines
    - iii. 2007 cash incentive plan funding
    - iv. 2008 equity usage proposal
    - v. Request for additional shares reserved for issuance
  - c. 2008 Committee calendar[Compensation]
  - d. Review Designee grant approval activity[Compensation at year end]

### [PLACE HOLDER]

### **LEADERSHIP AND DEVELOPMENT UPDATE**

Still in development – To be completed the first week of January

- 1. Scaling update
- 2. Org tree
- 3. CFO search
- 4. Hiring update
- 5. Eng resource management scaling
- 6. Retention update
- 7. Leadership development courses and programs update
- 8. Facebook rapid response update



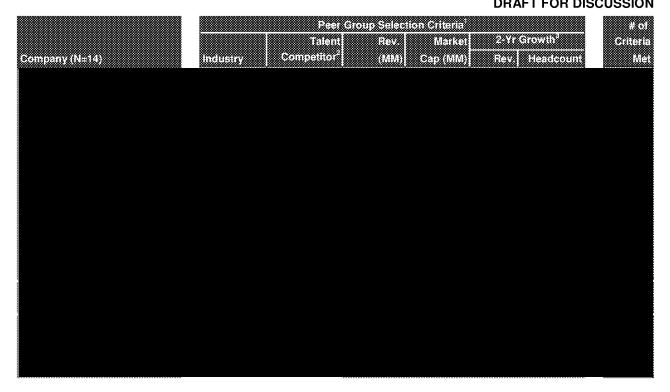
### 2008 Compensation Peer Group Selection

Overview of Selection Criteria, Previous Peers and Suggested Peer Group Changes

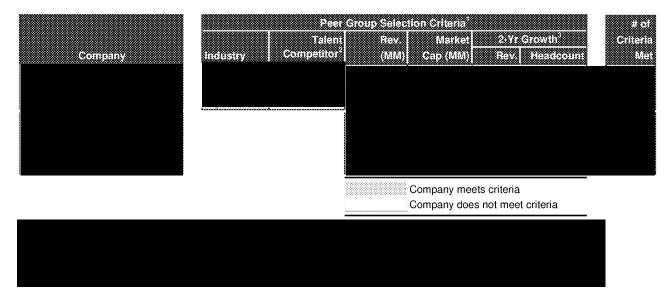
Authors: Frank Wagner, Eric Schaffer, Tom Woo

OVERVIEW
Three changes are recommended to Google's compensation peer group:
PEER GROUP SELECTION CRITERIA
ANALYSIS OF 2007 PEER GROUP AND PROPOSED CHANGES FOR 2008

### 



This table adds IBM and Motorola, and removes Texas Instruments. It summarizes their key measures and selection criteria and the impact of the proposed changes on the Peer Group:



### ATTACHMENT A: 2006 and YTD 2007 Google New Hire Previous Company Analysis Peer Croup Status Current Proposed Current Proposed Current Current Current



### **Compensation and Benefits Philosophies**

**Discussion Document** 

Authors: Frank Wagner, Sue Wuthrich, Eric Schaffer Contributor: Jon Silverman

### PURPOSE

- 1. Review overall compensation and benefits philosophies
- 2. Provide update on recent refinements to compensation philosophy
- 3. Review detailed benefits philosophy

### OVERVIEW OF COMPENSATION AND BENEFITS PHILOSOPHY

### General Rewards Philosophy

Our general rewards (compensation and benefits) philosophy is to deliver rewards in ways that support three primary business objectives:

- 1. Attract and retain the world's best talent
- 2. Support Google's culture of innovation and performance
- 3. Align employee interests with shareholder interests in the overall success of the company

### Compensation Philosophy

To achieve our rewards objectives, our compensation programs differentiate pay exponentially based on individual employee performance and more broadly share the upside and downside of company performance. This philosophy applies to all our employees, with increasing proportions of "leveraged" or "at-risk" compensation with increasing levels of leadership and responsibility.

### **Benefits Philosophy**

Our benefits philosophy is to deliver market-leading benefits to our employees for three key business reasons:

- 1. To provide a level of benefits that attracts and retains the world's best talent
- 2. To help balance Googlers' busy lives, allowing them to focus energy on what they love to do
- 3. To provide offerings to Googlers that have a high perceived value
  - Economies of scale and collective bargaining allow Google to source offerings at a lower cost than typically available to Googlers
  - Google delivers many offerings using tax efficient means

### REFINEMENTS TO COMPENSATION PHILOSOPHY

### Pay Positioning Relative to Market

The following table summarizes Google's intended compensation positioning against the market (this philosophy remains unchanged since last reported to the Committee):

Base Salary %ile	Target Total Cash %ile	Target Equity %ile
	Base Salary %ile	Base Salary %ile Target Total Cash %ile

Our incentive programs are structured such that <u>actual</u> compensation realized should exceed target when either:

- 1. The employee performs above expectations, or
- 2. The company performs above expectations

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Target pay positions are evaluated annually and may vary for certain jobs to reflect the degree to which the Company is able to attract and retain desired talent.

Note that we will review our long-term retention policies in the first quarter of 2008 for presentation at a later LDCC meeting.

### **Comparative Framework for Assessing Market Benchmarks**



### 

### **Programs Offered**

To support our benefits philosophy, Google has a number of offerings that can be broadly categorized into three groups:

Benefits Calegory	Concept	Sample Offerings not all benefits available in all locations;
Core Programs	Health and retirement	Health Insurance
	programs	Retirement Plan – Defined Contribution
		Time Off Programs – Vacation, Holidays, Leaves
		Tax Efficient Savings Plans (e.g., Pre-Tax Spending Accounts)
Secure Foundation	Coverage against certain	Life Insurance
Programs	catastrophic events	Short-Term Disability
		Long-Term Disability
		Business Travel Accident Insurance
Google Perks	A set of innovative and unique non-cash benefits	Wellness Programs (e.g., On-Site Physicians, Massage Program <sup>1</sup> , On-Site Gyms)
	that increase employee's	Personal Convenience (e.g., Meals, Laundry, Oil Change <sup>1</sup> )
	quality of life and	Family Programs (e.g., Child Care <sup>1</sup> , Maternity/Parental Leaves)
	productivity	Continuing Education (e.g., Tuition Reimbursement, Authors@google)
		Community Involvement (e.g., Gift Matching, Annual Trip, TGIF)
		Google Green (e.g., Fuel Efficient Car Program, Local Shuttle Service)

<sup>1)</sup> These perks require an employee contribution.

### Benefits and Perks Eligibility

Google designs benefits programs by balancing broad eligibility, which supports Google's egalitarian culture, with country-specific competitiveness.

When designing a Core Program or Secure Foundation Program offering, we typically focus on offering this benefit to all Googlers. The magnitude of the benefit will be driven by local market conditions.

When designing Google Perks, we focus on the needs of local Googlers and the employment density for a given office. This allows us to focus funds for higher fixed-cost program components where they will have the highest level of business impact. All Google Perks programs are customized and continually refined to most efficiently deliver perceived value (while maintaining target market positioning of our costs) to those who utilize the services.

### **Positioning Relative to Market**

Google intends to align its benefits programs against the market as follows:

Benefits Category Target Market Comparison (	Current Market Positioning
3 , 3 ,	<b>—</b>

### **Comparative Framework for Assessing Market Benchmarks**

We analyze market data using a variety of methods including competitive market research of common plan provisions and relative value measures from published and specialized survey sources.

When comparing ourselves to the market, we most heavily weigh competitive data from our Peer Group.

### **Decision-Making Authority**

We have established a Benefits Committee which consists of Shona Brown (SVP, Business Operations), Laszlo Bock (VP, People Operations), and Sue Wuthrich (Director Benefits). The Benefits Committee is deemed a fiduciary of the plan and is responsible for the day-to-day administration of the plan, including hiring record keepers, consultants, third party administrators, investment managers, accountants, etc. Fiduciaries are responsible for acting prudently, following the terms of the written plan documentation and ensuring plans are consistent with local statutory requirements.

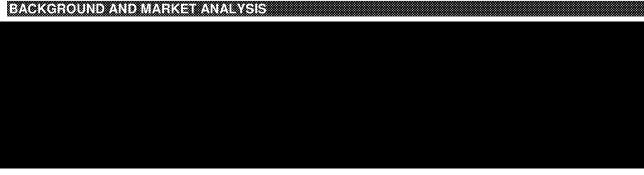
### **Cost Efficiencies**

To ensure both cost and services are within Google standards, we conduct regular Request for Quotations (RFQs). As discussed above, we regularly compare our cost basis to competitive market rates and published surveys.



### **Director Stock Ownership Requirements**

Authors: Frank Wagner, Eric Schaffer, Tom Woo





- \*\* Value not disclosed.
- 1) Guideline values for companies that express ownership requirements as a multiple of annual retainer have been estimated based on proxy disclosed compensation levels.

### RECOMMENDATION

Given that Google's current Director stock ownership levels are highly competitive, no changes are recommended to Google's requirements at this time.



### **Executive Stock Ownership Requirements**

Overview of Market Practices and Proposed Changes to Ownership Requirements

	Authors: Frank Wagner, Eric Schaffer, Tom Woo
PURPOSE	
RECOMMENDATIONS	

### ATTACHMENTA



<sup>\*\*</sup> Not disclosed in proxy filing.

<sup>1)</sup> Guideline value for companies that express ownership guidelines as a multiple of executive pay have been estimated based on proxy disclosed compensation levels.

## Category (# ci shares)Executive Redacted Redacted



### **CEO Compensation Assessment**

Authors: Frank Wagner, Eric Schaffer, Tom Woo

(OVERVIEW

Each year Google undertakes a review of its executive compensation practices to assess competitiveness to

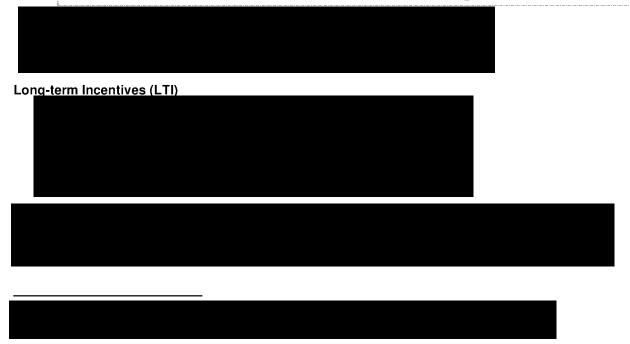
### Redacted - Not Responsive

## COMPETITIVE SUMMARY (Dollars in 000s) Market Base Total Cash Total Direct Compensation Salary Comp. Comp.

Reflects Holiday Bonus paid to all Google employees.

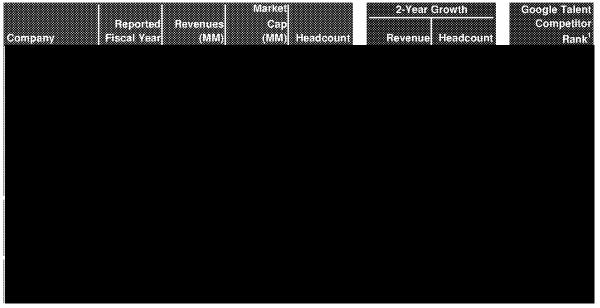
**Cash Compensation** 

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### ATTRACTIMENTA

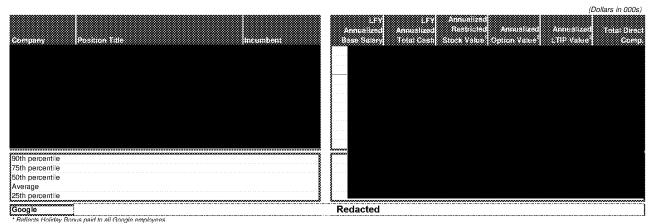
### Peer Company "Comparables" with Non-Founder CEOs



<sup>1)</sup> Company's rank in total number of Google new hires in 2006 and 2007 and is based on 7,724 new hires where a previous employer was listed.

### **ATTACHMENT B**

### **Detailed Proxy Analyses - Total Direct Compensation**



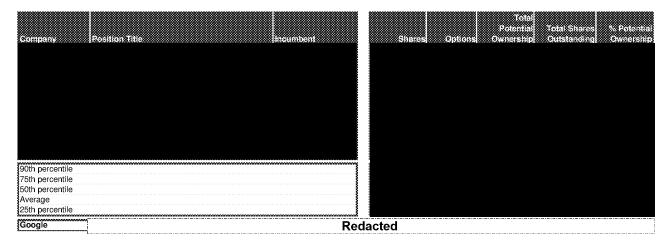
- 1) Stock options valued using the Risk-Adjusted Present Value methodology as detailed in Attachment D.
- 2) Restricted stock valued at face value on grant date.

  3) LTIP value includes grant date present value of cash based long-term incentive plans and performance share unit plans.

### Note:

Percentiles and averages shown include zeros

### **Detailed Proxy Analyses – Total Potential Ownership**



### Notes:

- Percentiles and averages shown include zeros
- Peer Percent Potential Ownership reflects holdings after the most recent fiscal year end. Google reflects as of 10/30/2007

ATTACHMENT C			
Detailed Paper Gain Analysis on Total Equity Granted			
Total Wtd. Avg. Google Tenure Equity Grant Incumbent (years) Granted Price	Approximate Gain on Total Equity Granted as of 12/31/2007  Total Current Total Universited Current Holdings Holdings Shares (MM) Gains (MM) Redacted		
Note:	Redacted		
Assumptions:			

### ATTACHMENT D

### Risk-Adjusted Present Value Methodology (to Value Stock Options)

Criteria	Assumption	Rationale
3. Term of options	5 years	Typical length of time employees hold options
4. Discount rate		expected rate of return (i.e., risk-adjusted rate)

### **Example Peer Company Stock Option Calculation**

ATTACH 5B Founder Comp Assessment 2008-01-30

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### **Founder Compensation Assessment**

Authors: Frank Wagner, Eric Schaffer, Tom Woo

### OVERVIEW Each year Google undertakes a review of its executive compensation practices to assess its competitiveness Redacted **METHODOLOGY COMPETITIVE SUMMARY** (Dollars in 000s)

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### Attachment A

### Peer Company "Comparables" with Operational Founders



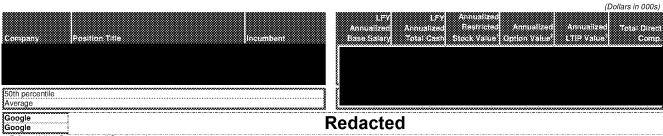
<sup>1)</sup> Company's rank in total number of Google new hires in 2006 and 2007 and is based on 7,724 new hires where a previous employer was listed.

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DRAFT FOR DISCUSSION

### Attachment B

### **Detailed Proxy Analyses – Total Direct Compensation**

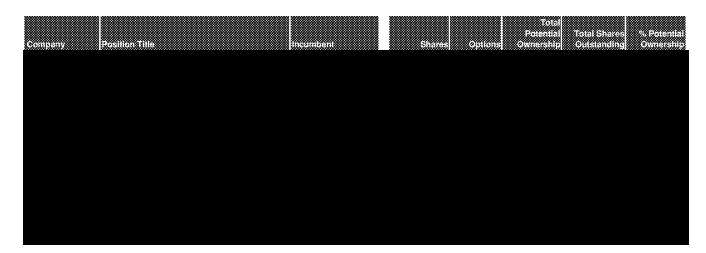
(Founders with operational roles)



- Reflects Holiday Bonus paid to all Google employees.
- 1) Stock options valued using the Risk-Adjusted Present Value methodology as detailed in Attachment D.
- 2) Restricted stock valued at face value on grant date.
- 3) LTIP value includes grant date present value of cash based long-term incentive plans and performance share unit plans.
- 4) In addition to Chairman of the Board, Michael Dell assumed duties as the CEO on January 31, 2007.

### Note:





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### Attachment C

**Detailed Paper Gain Analysis on Total Equity Granted** 

Total Wid. Avg. Google Fenure Equity Grant Incumbent (years) Granted Price	Approximate Gain on Total Equity Granted as of 12/31/2007  Total Current Total Universited Current Holdings Universited Paper Holdings Shares (MM) Gains (MM)
	Redacted

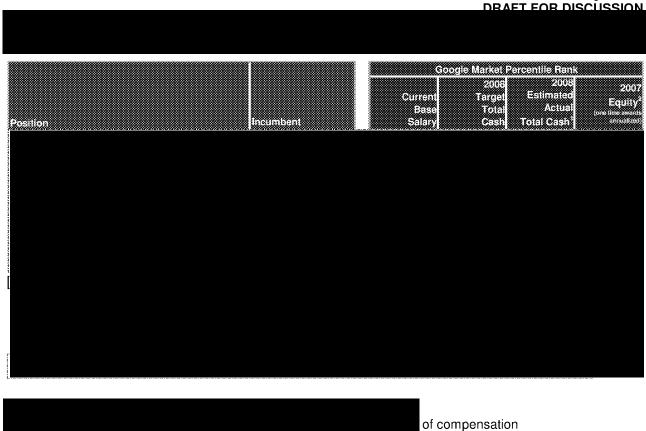


### **Executive Staff Compensation Assessment**

Authors: Frank Wagner, Eric Schaffer, Crystal Millican Contributor: Tom Woo

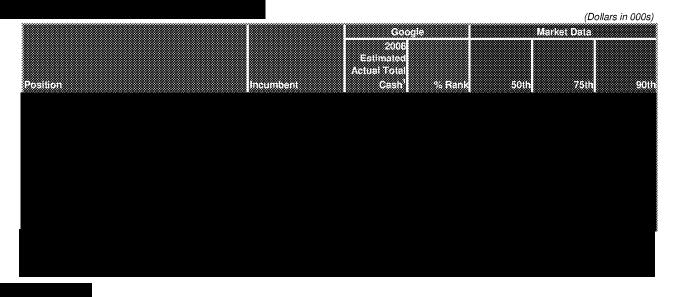
OVERVIEW				
METHODOLOGY				
EMG COMPETITIVE SUMMARY				
LING COMPETITIVE SOMMATT				
Distribution of EM	G Compensation	Relative to Target	Warkel Pay Positioning	
Elements of Compensation	2008 Base	2008 Target	2008 Estimated Actual	2007 Equity <sup>2</sup>
	Salary	Total Cash	Total Cash a	is time awards atmuslized
Google's <i>Target</i> Pay Positioning Relative to Market Practice				
% of EMG Below Target  More than one quartile below target positioning				
more than one qualifie below target positioning				
% of EMG Slightly Below Target				
Less than one quartile below target positioning				
% of EMG At Target	7			
% of EMG Above Target	r.			*******
	Red	lacted		

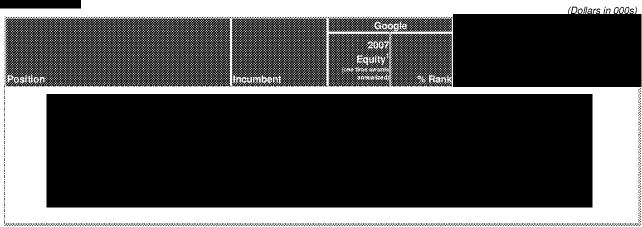
Options are valued based on their fair market value on the date of grant. GSUs are valued based on Google's stock price on the date of grant. 3) A +/- 5% interval around the 75th percentile is used to reflect target pay positioning for analyses in this section.



See Attachment B for proxy detail for relevant EMG members

# ATTACHMENTA **Market Comparables Analyzed**



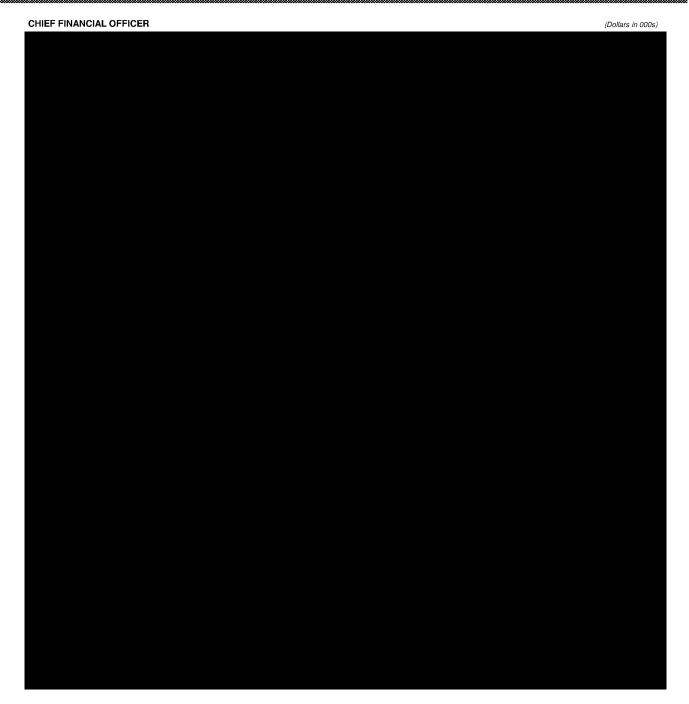


<sup>1)</sup> Includes 2007 refresher equity as well as annualized one time special GSU awards. Options are valued based on their fair market value on the date of grant. GSUs are valued based on Google's stock price on the date of grant.

### Redacted

<sup>2)</sup> Market equity data for Shona Brown's position is not directly available from survey sources. Market equity for her position is estimated based on internal equity.

### ATTACHMENT B



### **CASH INCENTIVE PLANS**

Still in development – To be completed the first week of January

- 1. Approve final 2007 cash incentive plan funding
  - a. Company multiplier
  - b. Pool amount for each plan (executive, company, and sales)
- 2. Propose 2008 cash incentive plan funding

### [PLACE HOLDER]

### **EQUITY INCENTIVE PLANS**

Still in development – To be completed the first week of January



### **DISCUSS PROXY STATEMENT DISCLOSURES**

Still in development – Legal filed a statement with SEC on December 21, 2007. We are still awaiting details.

- 1. Compensation Discussion & Analysis
- 2. SEC inquiry update

### [PLACE HOLDER]

### **ADMINISTRATIVE ITEMS**

Still in development – coordinating with Legal

- 1. Review prior meeting minutes
- 2. Approve proposed resolutions
  - a. Prior meeting minutes
  - b. Board and Executive ownership guidelines
  - c. 2007 cash incentive plan funding
  - d. 2008 equity usage proposal
  - e. Request for additional shares reserved for issuance
- 3. 2008 Committee calendar
- 4. Review Designee grant approval activity